

Conventional Group March 22		YOUR RESULTS			Comments
Group: This Year		Last Year	This Year	% Change	
<b>STOCK</b>					
402	Cows in herd	523	531	2%	This sheet summarises the main physical and financial points. The comments below highlight key trends with comparisons to the group.  Average herd size of 531 cows, producing a yield of 8,142 litres per cow, with 3,871 litres from forage.
2.62	Stocking rate (cows per hectare)	2.04	2.06	1%	
<b>MILK PRODUCTION</b>					
3,324,811	Total milk production (litres)	4,457,683	4,326,378	-3%	Purchased feed use per cow of 2,210 kg per cow, at a cost of £298,823 or 6.9 ppl. This is 1.0 ppl lower than the group.  Milk Income of £1,383,044 or 32.0 ppl, is 2.3 ppl lower than the group.  The net herd replacement cost of 2.1 ppl includes a valuation change £23,524 due to an increase in herd size over the year, from 516 cows at the start of Apr 21 to 540 cows in Mar 22. The culling rate is 24%.  Overall Output of £1,367,152 or 31.6 ppl, is 1.6 ppl lower than the group.  Variable Costs of £524,416 or 12.1 ppl are 1.4 ppl lower than the group. This includes Vet & med of £22,163 (0.5 ppl), AI, semen & bull hire of £14,036 (0.3 ppl), Dairy sundries of £28,944 (0.7 ppl) and Forage Costs of £113,283 (2.6 ppl).  Overhead costs: Total labour costs of £226,260 or 5.2 ppl, 0.7 ppl lower than the group.  Power & Machinery and Contracting costs of £210,700 or 4.9 ppl are 0.1 ppl more than the group. This includes Machinery repairs of £38,283 (0.9 ppl), Machinery depreciation of £62,844 (1.5 ppl), Contracting & leasing of £60,877 (1.4 ppl) and Energy Costs of £18,251 (0.4 ppl).  Fixed costs of £94,035 or 2.2 ppl are 0.3 ppl less than the group. This includes Water of £4,043 (0.1 ppl), Professional fees of £20,801 (0.5 ppl) and Sundries of £8,892 (0.2 ppl).  Rent & Finance costs of £80,875 or 1.9 ppl are 0.4 ppl more than the group. This includes Rent of £38,033 (0.9 ppl) and Finance of £42,842 (1.0 ppl).  Total Costs after replacement costs and calf income of £1,152,176 (26.6 ppl), up £177,047 (5.2 ppl) compared to last year. This is 2.7 ppl lower than the group.  Overall Profit of £230,867 or 5.34 ppl. This is after £57,798 of family labour for the dairy cows, plus £11,278 for the heifers, giving a total of £69,075.
8,277	Yield per cow (litres)	8,519	8,142	-4%	
3,256	Yield from all forage per cow (litres)	3,993	3,871	-3%	
526	Yield from grazed forage per cow (litres)	1,737	1,786	3%	
34.30	Milk price (ppl)	28.05	31.97	14%	
<b>FEED</b>					
2,359	Concentrate use per cow (kg)	2,292	2,210	-4%	
£259	Concentrate price per tonne	£226	£253	12%	
7.95	All purchased feed cost per cow (ppl)	6.11	6.91	13%	
<b>CULLS &amp; REPLACEMENTS</b>					
27%	Culling rate	25%	24%	-6%	
33%	Replacement rate	27%	28%	6%	
3.45	Net herd replacement cost (ppl)	1.48	2.12	43%	
<b>OUTPUT &amp; VARIABLE COSTS (pence per litre)</b>					
<b>33.21</b>	<b>Total output</b>	<b>28.93</b>	<b>31.60</b>	9%	
13.53	Total variable costs	9.83	12.12	23%	
<b>OVERHEAD COSTS (pence per litre)</b>					
10.78	Total labour & machinery	8.85	10.10	14%	
2.51	Total fixed costs	1.54	2.17	41%	
1.42	Rent & finance	2.12	1.87	-12%	
<b>4.97</b>	<b>PROFIT (pence per litre)</b>	<b>6.59</b>	<b>5.34</b>	<b>-19%</b>	
<b>29.33</b>	<b>Net cost of milk production (All costs less calf, cow sales &amp; other income)</b>	<b>21.46</b>	<b>26.63</b>	24%	